



# USDA BROILER MARKET NEWS REPORT

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Poultry Programs

Market News Branch

## NATIONAL BROILER MARKET AT-A-GLANCE



Majority prices trended lower in the East and Midwest and about unchanged in the West when compared to a week earlier. Trade sentiment was cautious, although some improvement was noted. Overall, the undertone was still in a range of steady to weak. Demand into all channels was light to instances good, mostly light. Supplies were in closer balance but still adequate to ample for full trade needs. In the parts structure, drums and thigh meat was trending lower; other dark meat items were at least adequate. White meat items range from available to balance. In production areas, live supplies were moderate at weights in a full range.

**Final report** of prices negotiated for trucklot sales of ready-to-cook broiler/fryers fob and delivered to first receivers at major market areas week of 8/09/04-08/13/04 (cents per lb)

| AREAS         | US GRADE A<br>(Includes branded product) |            | COMPOSITE |            |
|---------------|--|------------|-----------|------------|
|               | MAJORITY                                 | WTD<br>AVG | LOADS     | WTD<br>AVG |
| Bos/New Eng   | 67.00-72.00                              | 71.31      | 16        | 69.24      |
| Chicago       | 66.00-69.00                              | 70.85      | 44        | 73.28      |
| Ohio Cities   | TFEWR                                    | ---        | ---       | 74.77      |
| Denver        | 85.50                                    | 85.33      | 15        | 84.64      |
| Detroit       | 68.00-70.00                              | 70.21      | 14        | 74.30      |
| Los Angeles   | 86.00                                    | 84.29      | 59        | 81.01      |
| New York      | 69.00-72.00                              | 70.87      | 23        | 72.71      |
| Philadelphia  | 70.00-72.00                              | 71.36      | 11        | 70.89      |
| Pittsburgh    | 70.00-73.00                              | 71.88      | 13        | 74.78      |
| St. Louis     | 70.25-70.50                              | 69.80      | 21        | 70.52      |
| San Francisco | 86.50                                    | 85.48      | 30        | 86.52      |

### Composite Weighted Average

|       |          |                |          |          |
|-------|----------|----------------|----------|----------|
| Loads | 08/09/04 | Change/Last Wk | 08/02/04 | 08/11/03 |
| 570   | 75.97    | -2.11          | 78.08    | 63.10    |

**WOG BROILERS** (without giblets) - prices paid per lb delvd to first receivers in trucklot and less than trucklot quantities.

| REGIONS                            | MAJORITY    | WTD AVG | LOADS |
|------------------------------------|-------------|---------|-------|
| East                               | 74.50-76.00 | 75.09   | 34    |
| Central                            | 72.00-83.50 | 75.52   | 75    |
| West                               | 68.00-80.00 | 75.45   | 46    |
| Southeast Area FOB Dock Equivalent |             |         |       |
| Mississippi                        | 78.00-81.00 | 80.65   | 87    |

**GEORGIA F.O.B. DOCK PRICES** Georgia f.o.b. dock quoted price on broilers/fryers for this week's trading is 80.50 cents based on ice-packed USDA grade "A" sized 2 1/2 to 3 pound birds.

| LOADS | RANGE       | MONDAY FINAL WTD AVG<br>FOB DOCK OR EQUIVALENT |
|-------|-------------|--|
| 1,110 | 66.00-82.00 | 79.05  |

The Georgia f.o.b. dock confirmed final weighted average prices on ice packed parts:

| ITEM             | WTD AVG<br>(CENTS PER POUND) | VOLUME<br>(000 POUNDS) |
|------------------|------------------------------|------------------------|
| LINE RUN TENDERS | 254.00                       | 1,490                  |
| BREASTS - B/S    | 221.00                       | 5,750                  |
| BREASTS - WHOLE  | 124.50                       | 1,708                  |
| THIGH MEAT - B/S | 104.00                       | 1,119                  |
| LEG QUARTERS     | 33.00                        | 8,204                  |
| WINGS            | 116.00                       | 2,955                  |

THIS INFORMATION IS SUPPLIED BY THE GEORGIA DEPARTMENT OF AGRICULTURE'S POULTRY MARKET NEWS SERVICE

**SOUTHERN** Trade sentiment was barely steady to steady. Retail demand was only fair; food service was fair to moderate. Supplies were sufficient to better balanced but still fully adequate for full trade needs. In the parts structure, trading was light and selective with most traders taking a wait and see position. In production areas, live supplies were moderate at mostly desirable weights.

**WESTERN** Final majority prices unchanged from last week. The market tone was mixed. Offerings were fully adequate overall with heavy weights in the longest position. Buying activity was moderate at best. Retailer demand was moderate to fairly good best for parts to cover features in progress or planned. Dealers reported satisfactory weekend clearances. Trade sentiment fully steady on bone- in breast and wings barely steady on balance of parts. Parts trading reported for this weeks' delivery: leg quarters bulk 29-32 and 4/10s 31.5-32, wings 106- 109, boneless leg meat 68.5-72, bone-in breast 120-130 and boneless 170-189. The Los Angeles negotiated WOG weighted average was 68.94 down 2.85 with the volume reported at 33 loads up 18 percent from last week.

**MIDWEST** Majority prices off mostly 4 cents from last Monday's final; Ohio cities TFEWR. The market tone on whole fryers was cautiously steady with a weak undertone. Offerings light to moderate with cut-ups showing heavy. Trade interest lacked enthusiasm. Movement into all channels covered the full range; generally moderate overall. Floor stocks adequate, weights desirable to occasionally heavy. Supplies of parts were available with bone-in breasts and leg items in the longest position. Trade buying on as needed basis. Trade sentiment was about steady on wings, and steady to barely steady on the balance.

**NORTHEAST** Trucklot buying activity on ready-to-cook whole broiler/fryers was cautious and selective entering the week. Offerings of all sizes were at least sufficient with the 3.5 pound and larger birds noted in the longer position. Retail and distributive movement was seasonally slow. The market tone was no better than steady. In the parts complex, breast items remained available with discounting noted. Dark meat cuts were fully sufficient. Wings were at least adequate.

**DELMARVA BROILER/FRYERS** Movement of ready-to-cook whole birds was fair to no better than moderate entering the week. Seller offerings were generally adequate to readily available with 3 pound sizes in the better balance. Live supplies were moderate; weights were desirable to light. Processor schedules were moderate to moderately heavy. Less than trucklot asking prices were 1 cent lower at 71 to 86 cents. Trade sentiment was about steady. In the parts complex, breast items were available and slow to clear. Other items were more than sufficient.

\*BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIPMENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA.

| BRANDED<br>U.S. GRADE A |       |
|-------------------------|-------|
| RANGE                   | 70-91 |
| WEIGHTED AVERAGE        | 75.97 |
| NO. OF BOXES            | 7,067 |

\*7 of 7 plants reporting.

**NORTHEAST BROILER/FRYER PARTS** Trucklot buying activity was at least moderate over the weekend, but entering the week dealers were assuming a cautious and selective posture as they assessed the market. Offerings of breast items remained readily available with discounting prevalent. Dark meat cuts were fully sufficient. Tenderloins were noted as fully adequate and hard to place. Wings were at least sufficient. Retail and distributive draw was seasonally slow. The market tone was barely steady.

ICE PACKED BROILER/FRYER PARTS, DELIVERED TO FIRST RECEIVERS IN POOL TRUCKLOT AND TRUCKLOT QUANTITIES, CENTS PER POUND

| ITEM                       | NEGOTIATED TRADING | CURRENT | WTD AVG | VOLUME /LBS |
|----------------------------|--------------------|---------|---------|-------------|
| BREAST - B/S               | 190                | 190.30  | 451,383 |             |
| TENDERLOINS                | 215                | 214.38  | 78,020  |             |
| BREAST - WITH RIBS         | 111-112            | 120.68  | 107,520 |             |
| BREAST - LINE RUN          | 111                | 115.01  | 127,000 |             |
| LEGS                       | 48-49              | 45.81   | 162,640 |             |
| LEG QUARTERS (BULK)        | 32-33              | 33.05   | 290,886 |             |
| DRUMSTICKS                 | 37-38              | 44.50   | 100,800 |             |
| THIGHS                     | 35-36              | 43.42   | 94,260  |             |
| B/S THIGHS                 | 95-96              | 91.06   | 81,520  |             |
| WINGS (WHOLE)              | 100-101            | 107.22  | 82,120  |             |
| BACKS AND NECKS (STRIPPED) | 10-12              | 11.84   | 31,440  |             |
| LIVERS (5 POUND TUBS)      | 30-35              | 23.50   | 18,480  |             |
| GIZZARDS (HEARTS)          | 55-60              | 59.61   | 17,520  |             |

INCLUDES NEW YORK CITY METROPOLITAN AREA, NORTHERN NEW JERSEY, MASSACHUSETTS, CONNECTICUT, RHODE ISLAND, AND PENNSYLVANIA (NORTHEAST OF HARRISBURG).

\* TODAY'S NEGOTIATED SALES AS OF 11:30 A.M.

\*\* WEIGHTED AVERAGE PRICE OF ALL GRADES AND BRANDS OF PRODUCT SHIPPED, OR TO BE SHIPPED AS OF 1:30 P.M.

**ARKANSAS BROILER/FRYER PARTS** F.O.B. DOCK OR EQUIVALENT, ICED-PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| ITEM                | LBS (000)         | RANGE         | MAJORITY | WT. AVG |
|---------------------|-------------------|---------------|----------|---------|
| BREAST - B/S        | 2,610             | 163.00-249.00 | -        | 185.11  |
| TENDERLOINS         | 403               | 203.00-239.00 | 216-225  | 216.56  |
| BREAST - WITH RIBS  | TOO FEW TO REPORT |               |          |         |
| FRONT HALVES        | 175               | 88.00-125.00  | 88-94    | 95.26   |
| LEGS                | TOO FEW TO REPORT |               |          |         |
| LEG QUARTERS (BULK) | 995               | 23.00-30.00   | 25-26    | 25.70   |
| LEG QUARTERS (4/10) | 1,833             | 25.00-33.00   | 27-28    | 27.39   |
| WINGS (WHOLE)       | TOO FEW TO REPORT |               |          |         |
| DRUMSTICKS          | TOO FEW TO REPORT |               |          |         |
| THIGHS              | 1,321             | 26.00-42.00   | 26-30    | 26.95   |

#### ESTIMATED SLAUGHTER OF BROILER-FRYERS (IN THOUSANDS)

|           | ESTIMATE<br>(1,000) | ACTUAL<br>(1,000) | AVG WTS<br>08/05 | ACTUAL<br>(1,000) | AVG WTS<br>08/02 |
|-----------|---------------------|-------------------|------------------|-------------------|------------------|
| Alabama   | 4,127               | 3,997             | 5.09             | 3,747             | 5.21             |
| Arkansas  | 5,101               | 5,461             | 4.97             | 5,435             | 5.04             |
| Delmarva  | 2,239               | 2,220             | 5.58             | 2,285             | 5.48             |
| KY-LA-TN  | 2,007               | 2,076             | 4.93             | 2,112             | 4.97             |
| Mississip | 2,577               | 3,025             | 5.36             | 3,016             | 5.38             |
| North Car | 2,343               | 2,439             | 6.24             | 2,328             | 6.23             |
| Texas     | 2,468               | 2,555             | 5.10             | 2,529             | 5.09             |
| Total     | 20,862              | 21,773            | 5.26             | 21,452            | 5.30             |
| Mon       | 20,862(A)           |                   |                  | 21,452(A)         |                  |

(A) Weekly cumulative for states listed above.

Broiler-fryer slaughter under federal inspection for 09-Aug 2004 is estimated to be 31,212,000 down 3.04 percent from a week ago. and down 2.9 percent from a year ago.  
(last week 32,191,000 last year 32,150,000)

**SOUTHERN STATES BROILER/FRYER PARTS** F.O.B. DOCK OR EQUIVALENT, ICED-PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| ITEM                | POUNDS<br>(000)   | RANGE         | MAJORITY | WTD<br>AVG |
|---------------------|-------------------|---------------|----------|------------|
| BREAST - B/S        | 595               | 163.00-235.00 | 165-170  | 171.58     |
| TENDERLOINS         | 148               | 195.00-245.00 | 200-213  | 204.66     |
| BREAST - LINE RUN   | 84                | 114.00-132.00 | 115-118  | 118.24     |
| FRONT HALVES        | TOO FEW TO REPORT |               |          |            |
| LEGS                | 83                | 32.00-55.00   | 35-38    | 38.01      |
| LEG QUARTERS (BULK) | 511               | 24.00-30.00   | 26-27    | 26.95      |
| LEG QUARTERS (4/10) | 1,111             | 27.00-37.00   | 28-29    | 28.30      |
| WINGS (WHOLE)       | 284               | 92.00-112.00  | 95-98    | 97.37      |
| WINGS (CUT)         | 420               | 114.00-119.00 | 116-119  | 116.49     |
| DRUMSTICKS          | TOO FEW TO REPORT |               |          |            |
| THIGHS              | TOO FEW TO REPORT |               |          |            |
| B/S THIGHS          | 85                | 82.00-128.00  | -        | 89.85      |

\*\*\*\*\*  
WHOLE BODY INDEX BASED ON SOUTHERN STATES PARTS

TRADING FOR AUG 09, 2004 — F.O.B. DOCK.

| RANGE         | TODAY'S AVERAGE | 5-DAY AVERAGE |
|---------------|-----------------|---------------|
| 59.50 - 64.50 | 61.83           | 59.87         |

The Index is intended solely as an indicator of values for commodity-type product and does not represent industry's willingness to sell or ability to buy.

**MIDWEST REGION BROILER/FRYER** ICE-PACKED POOL TRUCKLOT AND TRUCKLOT QUANTITIES DELIVERED TO: IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, AND WI WEEK OF AUG 09 - 13-2004

| CENTS PER POUND            | Price Per Lb.   | Mostly          |
|----------------------------|-----------------|-----------------|
| BREAST - B/S               | 165.00 - 207.00 | 185.00 - 196.00 |
| BREAST - LINE RUN          | 113.00 - 135.00 | 113.00 - 128.00 |
| LEGS                       | 28.00 - 45.00   | -               |
| LEG QUARTERS (BULK)        | 25.00 - 35.00   | 27.00 - 30.00   |
| DRUMSTICKS                 | 30.00 - 47.00   | -               |
| THIGHS                     | 34.00 - 46.00   | -               |
| WINGS (WHOLE)              | 90.00 - 113.00  | 102.00 - 105.00 |
| BACKS AND NECKS (STRIPPED) | 12.00 - 23.00   | -               |
| LIVERS                     | 30.00 - 39.00   | -               |
| GIZZARDS (HEARTS)          | 40.00 - 45.00   | -               |

#### **SOUTHERN CALIFORNIA (L.A. AREA) PROCESSED POULTRY, DELIVERED TO RESTAURANTS AND INSTITUTIONS**

|                                  | RANGE       |
|----------------------------------|-------------|
| WOGS 2# & UP - WHOLE             | 101-105     |
| WOGS 2# & UP - CUT UP 8&9 PIECES | 104.5-108.5 |

FROZEN HENS 5# & UP

FROZEN DUCKS

FROZEN SQUABS

600

#### **DELIVERED TO RETAILERS IN SOUTHERN CALIFORNIA (L.A. AREA)**

|                  |        |
|------------------|--------|
| FRESH FRYERS     | 97-99  |
| ROASTERS 4# & UP | 95-107 |
| HENS UNDER 5#    |        |
| HENS OVER 5#     | 78-83  |

DUCKS

RABBITS-WHOLE

RABBITS-CUT UP

#### **SAN FRANCISCO PROCESSED POULTRY**

#### **DELIVERED TO RESTAURANTS AND INSTITUTIONS**

|                  | RANGE            |
|------------------|------------------|
| FRESH FRYERS     | DRY PACK 116     |
|                  | ICE PACK 107-109 |
| ROASTERS 4# & UP | ICE PACK 108-109 |
|                  | DRY PACK 110     |
| HENS OVER 5#     | ICE PACK 93      |
|                  | DRY PACK 93-95   |
| DUCKS            | 170-185          |

**EASTERN REGION MECHANICALLY SEPARATED CHICKEN**

F.O.B. SHIPPER DOCK OR EQUIVALENT, PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN THE EASTERN REGION IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND, DELIVERY WITHIN TWO WEEKS.

August 06, 2004

**CHICKEN** — PRICES — VOLUME —  
(Cents per Pound)

| FAT CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
|-------------|--------|-------|-------|--------|
| 15% OR LESS |        |       |       |        |
| RANGE       | -      | -     | -     | -      |
| WTD AVERAGE |        |       |       |        |

**CHICKEN, WITH SKIN ADDED**

— PRICES — VOLUME —  
(Cents per Pound)

| FAT CONTENT | FROZEN      | FRESH       | TOTAL     | EXPORT    |
|-------------|-------------|-------------|-----------|-----------|
| 15% OR LESS |             |             |           |           |
| RANGE       | 16.50-18.50 | 19.00-20.00 | 1,386,000 | 1,144,000 |
| WTD AVERAGE | 17.20       | 19.83       |           |           |
| 15-20%      |             |             |           |           |
| RANGE       | 16.50-23.00 | 16.50-19.00 | 2,648,000 | 1,768,000 |
| WTD AVERAGE | 18.07       | 16.79       |           |           |
| 20% OR MORE |             |             |           |           |
| RANGE       | -           | 17.50       | 200,000   | -         |
| WTD AVERAGE |             | 17.50       |           |           |

\* INCLUDES THE STATES of CT, DE, FL, GA, MA, MD, ME, NC, NH, NJ, NY, PA, RI, SC, VA, VT, WV

**SOUTH CENTRAL HEAVY LIVE HEN** Trading levels were generally unchanged from the past week. Demand was moderate for fully adequate offerings of spent hens. Schedules were normal. Finished sales were mixed. Trade sentiment was generally steady.

HEAVY TYPE HENS (7 POUNDS AND UP)\*  
FINAL PRICE, GENERALLY FOR SLAUGHTER THE WEEK OF  
09-AUG-04

|                       | RANGE            | MAJORITY   | WTD<br>AVG |
|-----------------------|------------------|------------|------------|
| AT FARM BUYER LOADING | 6-13.5 CENTS/LB. | 9.25-10.75 | 10.63      |

\*WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

**CENTRAL REGION MECHANICALLY SEPARATED CHICKEN**

F.O.B. SHIPPER DOCK OR EQUIVALENT, PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN THE CENTRAL REGION IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND, DELIVERY WITHIN TWO WEEKS.

August 06, 2004

**CHICKEN** — PRICES — VOLUME —  
(Cents per Pound)

| FAT CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
|-------------|--------|-------|-------|--------|
| 15% OR LESS |        |       |       |        |
| RANGE       | -      | -     | -     | -      |
| WTD AVERAGE |        |       |       |        |

**CHICKEN, WITH SKIN ADDED**

— PRICES — VOLUME —  
(Cents per Pound)

| FAT CONTENT | FROZEN      | FRESH       | TOTAL     | EXPORT    |
|-------------|-------------|-------------|-----------|-----------|
| 15% OR LESS |             |             |           |           |
| RANGE       | -           | 16.00-18.00 | 244,800   | -         |
| WTD AVERAGE |             | 17.33       |           |           |
| 15-20%      |             |             |           |           |
| RANGE       | 13.75-18.00 | 11.00-17.00 | 2,351,200 | 1,127,200 |
| WTD AVERAGE | 15.36       | 13.87       |           |           |
| 20% OR MORE |             |             |           |           |
| RANGE       | -           | -           | -         | -         |
| WTD AVERAGE |             |             |           |           |

\* INCLUDES THE STATES of AL, AR, IA, IL, IN, KS, KY, LA, MI, MN, MO, MS, ND, NE, OK, OH, SD, TN, TX, WI

**SOUTHEAST LIVE HEAVY HEN** Majority prices were unchanged when compared to a week earlier. Demand was moderate for at least adequate to fully adequate offerings. Processing schedules were reported as normal to instances heavy. Supplies of finished product were clearing satisfactorily. The undertone was steady.

HEAVY TYPE HENS (7 POUNDS AND UP)\*  
FINAL PRICE, GENERALLY FOR SLAUGHTER THE WEEK OF  
09-AUG-04

|                          | RANGE             | MAJORITY  | WTD<br>AVG |
|--------------------------|-------------------|-----------|------------|
| AT FARM BUYER LOADING    | 6.25-15 CENTS/LB. | 9.5-10.75 | 10.61      |
| AT FARM PRODUCER LOADING | TOO FEW TO REPORT |           |            |
| FOB PLANT                | TOO FEW TO REPORT |           |            |

\* WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

**USDA, AMS, POULTRY PROGRAMS, POULTRY MARKET NEWS OFFICES**

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| Washington, DC  | Voice    | (202)720-6911 | Mike Sheats, Chief                          |
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|                 |          |               |   |
| Atlanta, GA     | Voice    | (404)562-5850 | Johnny Freeman, Officer-in-Charge           |
|                 | Fax      | (404)562-5875 |   |
|                 | Recorded | (404)562-5856 |   |
| Jackson, MS     | Voice    | (601)965-4662 | Gary Brown, Southern States Area Supervisor |
|                 | Fax      | (601)965-4661 |   |
|                 |          |               |   |
| Des Moines, IA  | Voice    | (515)284-4471 | Mary L. Adkins, Officer-in-Charge           |
|                 | Fax      | (515)284-4468 |   |
|                 | Recorded | (515)284-4545 |   |
| Los Angeles, CA | Voice    | (213)534-1330 | Jim Derby, Officer-in-Charge                |
|                 | Fax      | (213)534-1333 |   |
|                 | Recorded | (213)534-1335 |   |